

## Message Text

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21

ACTION NEA-09

INFO OCT-01 ISO-00 DODE-00 PM-03 CIAE-00 INR-07 NSAE-00

RSC-01 EB-07 COME-00 TRSE-00 OMB-01 AID-05 CIEP-01

/035 W

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P 030800Z FEB 75

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC PRIORITY 0066

INFO USMTM DHAHREN PRIORITY

USAS RIYADH PRIORITY

USCINCEUR

C O N F I D E N T I A L JIDDA 0771

E.O.: 11652: GDS

TAGS: MASS, SA

SUBJ: FY 75 MATERIEL ORIENTATION TOUR

REF : A. STATE 22566, DTG 310040Z JAN 75

B. CECIL-TURNER PHONE CON, 2 FEB 75 (NOTAL)

C. DAO MSG IR 6 884 0006 75 DTG 270600Z JAN 75 (NOTAL)

1. EMBASSY BELIEVES EVERY EFFORT SHOULD BE MADE TO RE-SCHEDULE GENERAL HUMAID'S ORIENTATION TOUR IN APRIL. REASON IS NOT THAT POLITICAL EMBARRASSMENT WOULD RESULT FROM POSTPONEMENT UNTIL EARLY FY 76, BUT THAT POSTPONEMENT

COULD RESULT IN LOSS FOR U.S. INDUSTRY OF UNIFORM AND FIELD EQUIPMENT ORDER WHOSE VALUE EXCEED ONE HUNDRED MILLION DOLLARS.

2. JUDGING FROM COMPOSITION OF HUMAID DELEGATION TO TAIWAN AND SOUTH KOREA (REF C), WHICH VISIT HAS NOW BEEN POSTPONED UNTIL MARCH, WE FORESAW DISTINCT POSSIBILITY THAT DURING GENERAL HUMAID'S VISIT HE WOULD INVESTIGATE POSSIBILITY THAT KOREAN OR NATIONALIST CHINESE INDUSTRY COULD PRODUCE UNIFORMS AND FIELD EQUIPMENT ORDERS WITH CONFIDENTIAL

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LOWER PRICES AND SHORTER LEAD TIMES THAN THOSE PROMISED

BY USG. HUMAID MAY STILL DISCOVER THIS TO BE POSSIBLE, BUT VISIT TO U.S. IN APRIL OFFERS US OPPORTUNITY TO ACQUAINT GENERAL HUMAID WITH U.S. INDUSTRY, QUALITY CONTROL, AND PRODUCTION TECHNIQUES, AS WELL AS OFFERING OPPORTUNITY TO MAKE OVERALL FAVORABLE IMPRESSION AS RESULT OF VISIT. IF U.S. ORIENTATION TOUR IS POSTPONED UNTIL EARLY FY76, MODA G-4 PURCHASING DECISION MAY WELL BE MADE AFTER TAIWAN AND KOREAN VISITS ON BASIS OF INFORMATION AND IMPRESSIONS AVAILABLE TO GENERAL HUMAID AT THAT TIME. (BECAUSE EQUIPMENT IS REPORTEDLY NEEDED WITHIN RELATIVELY SHORT TIME FRAME, WE DOUBT THAT G-4 WOULD POSTPONE DECISION UNTIL LATE SUMMER OR EARLY FALL.)

3. USMTM AND EMBASSY ARE CONTINUING EFFORTS TO OBTAIN POSITIVE DECISION ON UNIFORM AND FIELD EQUIPMENT SALES CASES DURING FEBRUARY. SHOULD WE SUCCEED, ABOVE ARGUMENT BECOMES LESS RELEVANT. HOWEVER, INFORMING GENERAL HUMAID AT THIS TIME THAT TRIP CANNOT BE RESCHEDULED IN APRIL MAY BE INTERPRETED AS LACK OF U.S. INTEREST IN UNIFORM AND FIELD EQUIPMENT BUY, CONTRIBUTING TO UNDESIRABLE MODA DECISION. THUS, URGE AGAIN THAT EVERY EFFORT BE MADE TO FIND FUNDS TO ALLOW TRIP TO TAKE PLACE IN APRIL, AS DESIRED BY SAUDIS.

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## Message Attributes

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